

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 PA-01

PRS-01 USIA-06 /048 W

-----150247Z 046584 /66

R 141646Z JAN 77

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 1327

USDOC WASHDC

INFO AMEMBASSY ATHENS

AMEMBASSY LONDON

AMEMBASSY ROME

AMEMBASSY ABU DHABI

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ATHENS FOR RTDO, ROME FOR RCAA

E.O. 11652: NA

TAGS: EAIR, SY

SUBJECT: DAMASCUS AIRPORT TERMINAL

1. BOEING CONSULTANT, FOUAD ZAYATT, RESIDENT IN ROME AS PRESIDENT OF GENIVCO (A HOLDING COMPANY FOR SIX MIDDLE EASTERN FIRMS ENGAGED IN CONSTRUCTION, CONSULTING AND MARKETING), IS IN DAMASCUS NEGOTIATING CONTRACT ON BEHALF OF BOEING TO COMPLETE PARTIALLY-COMPLETED DAMASCUS AIR TERMINAL. ACCORDING TO ZAYYAT, ABU DHABI HAS AGREED TO PICK UP THE TAB TO THE TUNE OF \$25 MILLION. (ZAYYAT EXPLAINED

THAT ABU DHABI HAD ORIGINALLY PROMISED \$150 MILLION FOR CIVIL AVIATION AID TO SYRIA. THE BOEING AIRCRAFT PURCHASE HAD USED UP \$103 MILLION. OTHER PROJECTS SUCH AS THE AIRCRAFT WORKSHOP HAD LAPSED AND ABU DHABI HAD MADE NO FURTHER DISBURSEMENTS. THREE WEEKS AGO
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SYRIA ARRANGED WITH ABU DHABI FINANCING TO COMPLETE THE TERMINAL, A CONTRACT HAVING BEEN GIVEN TO A SYRIAN GOVT. CONSTRUCTION FIRM. ZAYYAT LEARNED OF FINANCING ARRANGEMENTS AND, REPRESENTING AEROSYSTEMS, INC., THROUGH GENIVCO'S LOCAL SUBSIDIARY COMPASS INTERNATIONAL, HAS MADE OFFER TO SYRIAN GOVT. AND CIVIL AVIATION DIRECTORATE TO TAKE OVER CONTRACT AWARDED TO STATE

FIRM, ARGUING THEY CAN DO BETTER, FASTER JOB FOR THE SAME MONEY.

2. ZAYAT HAS FINAL MEETING WITH TRANSPORTATION AND DIRECTOR CIVIL AVIATION JANUARY 15 WHEN DECISION WILL BE MADE. COMPASS INTERNATIONAL MANAGER, JACK ABDU, WHOSE COMPANY IS ALREADY DOING DETERGENT PLANT TURNKEY PROJECT AT 'ADRA (NORTH OF DAMASCUS), BELIEVES DEFINITIVE AND FAVORABLE ANSWER WILL BE FORTHCOMING.

3. COMMENT: THIS IS ONE MORE INDICATION ARAB PURSE STRINGS MAY AGAIN BE LOOSENING IN SYRIA, ALTHOUGH THIS CASE BEGAN TO DEVELOP WELL IN ADVANCE OF THE RIYADH CONFERENCE. INTERESTINGLY ENOUGH, ZAYAT SAID HE LEARNED OF DEAL FROM ABU DHABI AMBASSADOR IN LONDON WHO RECEIVED INSTRUCTIONS PAY MONEY INTO SPECIAL SYRIAN-ABU DHABI ACCOUNT.
MURPHY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, AIRPORTS, CONTRACTS
Control Number: n/a
Copy: SINGLE
Sent Date: 14-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977DAMASC00312
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770015-0732
Format: TEL
From: DAMASCUS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770152/aaaabthu.tel
Line Count: 80
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 73f604da-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 07-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3599676
Secure: OPEN
Status: NATIVE
Subject: DAMASCUS AIRPORT TERMINAL
TAGS: EAIR, SY, BOEING
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/73f604da-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009